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## Leanovations, LLC

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To: Honorable State Legislator

February 8, 2009

RE: Center for Manufacturing Supply Chain Integration (CMSCI)

My name is Fred Shamburg and I am President of Leanovations, LLC, in Plainville, Connecticut. Leanovations, LLC provides Lean consulting services to the aerospace industry in Connecticut.

The purpose of this letter is to request that funding for CMSCI be reintroduced in the 2009 state budget and that the Manufacturing Initiative (MI) be launched.

Leanovations, LLC has worked with over 20 Connecticut Manufacturing Companies who have benefitted from CMSCI Programs (Center for Manufacturing Supply Chain Integration), with these companies enjoying over 100 different teams, with over 500 employees participating in Lean Manufacturing Improvement Projects. Many of these companies are small, and could not have conducted the projects if not for the ADI funding from CMSCI.

These Lean teams have enjoyed results such as; productivity improvement of over 40%, reduced lead times of 50%, and increased capacity of over 60%, with 100% of the employees being engaged in helping the company not only survive in this economic downturn, but also prosper.

Two of the companies Leanovations works with was recognized as "Family Business of the Year for 2008" by the UCONN Business School, one company was recognized as "Connecticut's Fastest Growing Companies" by the Hartford Business Journal, one was a finalist in "Connecticut's Best Places to Work" by the Hartford Business Journal and three companies received their ISO Certification.

All of this was due to the ability of Leanovations, LLC to secure funding through CMSCI to conduct Lean Training at these 20+ facilities to help them compete in the global market. Many of these companies would not have had an opportunity to enjoy such great business results if it was not for the assistance of CMSCI Programs (Center for Manufacturing Supply Chain Integration).

Leanovations' experience with the CMSCI and the staff has been very positive. We have a relationship that is of open communication and a partnership to help Connecticut manufacturers create and maintain profitable growth through a Lean culture. The CMSCI funding has been the catalyst for getting many of our clients to commit to Lean, ultimately leading to significant success and profitable growth for them.

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In summary, please vote "YES" to provide funding for the reintroduction of the CMSCI Programs (Center for Manufacturing Supply Chain Integration) and consider reinstating funds for CMSCI, which will allow continued implementation of programs along with all the other activities CMSCI performs to stimulate and strengthen the Connecticut economy. A "NO" vote will lead to thousands of individuals being laid off, who work in the manufacturing industries. History has shown that for every one job lost in manufacturing, it causes another three jobs will be severely effected in Connecticut. Again, I would like to ask that you please support CMSCI on February 10<sup>th</sup>, 2009.

Very truly yours,

A handwritten signature in cursive script that reads "Fred Shamburg".

Fred Shamburg  
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